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In volume V, *Direct Exporting*, the organization of a manufacturer's export department and basic problems of business policy in direct exporting are analyzed with keen insight. In volume VI, *The Export Salesman*, salesmen are advised how to proceed in securing foreign business.

Taken as a whole, the series is to be commended for its broad, practical point of view and especially for its emphasis upon the factors involved in the determination of business policies in foreign trade.

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#### NEW BOOKS

BENN, E. J. P. *Trade as a science.* (London: Jarrold. 1916. Pp. 184. 2s. 6d.)

FARROW, T. and CROTCH, W. W. *The coming trade war.* (London: Chapman & Hall. 1916. 2s. 6d.)

FILSINGER, E. B. *Exporting to Latin America. A handbook for merchants, manufacturers and exporters.* (New York: Appleton. 1916. Pp. xiii, 565. \$3.)

JOHNSON, E. R. and HUEBNER, G. G. *Shipping. In its relation to our foreign trade.* Seventh unit of a course in foreign trade. (New York: Business Training Corporation. 1916. Pp. 156.)

JONES, C. L. *Caribbean interests of the United States.* (New York: Appleton. 1916. \$2.50.)

JUST, C. F. *Reprint of articles dealing with Russian trade.* (Ottawa: Dept. Trade & Commerce. 1916. Pp. 97.)

MACDONALD, A. J. *Trade politics and christianity in Africa and the East.* (New York: Longmans. 1916. Pp. xxii, 296. \$2.)

WYMAN, W. F. *Export trade—a profit maker.* (New York: Business Training Corporation. 1916. Pp. 47.)

*British trade after the war. Summaries of evidence before the sub-committee on measures for securing the position, after the war, of certain branches of British industry.* (London: King. 1916. 4d.)

*Marketing methods and salesmanship.* Pt. 1, *Marketing methods*, by R. S. BUTLER. Pt. 2 *Selling*; Pt. 3, *Sales Management*, by H. F. DE BOWER and J. G. JONES. (New York: Alexander Hamilton Inst. 1916. Pp. xxii, 555.)